

Message Text

CONFIDENTIAL

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ACTION NEA-10

INFO OCT-01 ISO-00 PM-03 NSC-05 SP-02 SS-15 L-03 H-02

CIAE-00 INR-07 NSAE-00 DODE-00 /048 W

----- 039593

P 030708Z JUL 75

FM AMEMBASSY AMMAN

TO SECSTATE WASHDC PRIORITY 5015

C O N F I D E N T I A L AMMAN 4473

E.O. 11652: GDS

TAGS: MASS, US, JO

SUBJECT: ROSENTHAL RES, AGENT'S COMMISSION

REF: STATE 156943

1. POST APPRECIATES INFO REFTEL WHICH MOST HELPFUL IN EXPLAINING POSITION.

2. LATE LAST EVENING (JULY 2) PRIME MINISTER WAS IN TOUCH WITH AMBASSADOR. HE INDICATED THAT LOCAL AGENT, IN CONNECTION WITH RAYTHEON'S CONTACTS WITH AGENT IN AN ATTEMPT TO GAIN AGENT'S PERMISSION TO REVEAL HIS IDENTITY AT US REQUEST, HAD COME FORWARD TO TALK WITH PRIME MINISTER ABOUT SITUATION. SITUATION HAD BEEN DISCUSSED IN DETAIL AND AGENT THEN SENT TELEX MESSAGE TO RAYTHEON GIST OF WHICH IS AS FOLLOWS: IN CONNECTION WITH OUR CONVERSATION WITH MR PHILIP PHALEN (OR FALEN) OF RAYTHEON ON JULY 1, 1975 IN WHICH YOU ALLUDE TO A WHITE HOUSE REQUEST TO MAKE PUBLIC OUR IDENTITY AND RELATIONSHIP TO THE SALE OF IMPROVED HAWK IN JORDAN, WE HAVE BEEN IN TOUCH WITH THE PRIME MINISTER OF JORDAN AND PROVIDED HIM A COPY OF OUR REPRESENTATION AGREEMENT. IN VIEW OF THE FACT THAT OUR FIRM DID NOTHING TO BRING ABOUT THE SALE, WE ARE PREPARED TO RELINQUISH THE TOTAL AMOUNT OF THE COMMISSION TO WHICH WE ARE ENTITLED AND URGE THAT THE AMOUNT BE GRANTED TO THE JORDAN ARMED FORCES AS A REDUCTION IN THE PRICE TO THEM OF THE HAWK MISSILE SYSTEM. WE APPRECIATE CONFIDENCE AND COOPERATION OF RAYTHEON IN THIS REQUEST AND DO SO FREELY, CONSCIOUS THAT WE ARE CONTRIBUTING

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TO THE GOOD NAME OF JORDAN AND ITS IMAGE RATHER THAN REQUESTING,

AS WE MIGHT, STRICT LEGAL ADHERANCE TO OUR PURELY BUSINESS RELATIONSHIP. (CAUTION: ABOVE IS GIST ONLY, HOPE CABLE TEXT SEPTTEL).

3. PRIME MINISTER ADDED THAT AGENT IS THE NEAR EAST ENGINEERING COMPANY HEADED BY MR MUNIR ATTALLAH WHO IS A PROMINENT JORDANIAN BUSINESS MAN KNOWN TO THE EMBASSY. PRIME MINISTER SAID THAT AGENT WAS MOST DISTURBED BY THE REACTION IN US AND LOCALLY TO HIS RELATIONSHIP TO THE SALE AND THAT HE HAD HAD REPRESENTATIONAL RELATIONSHIP WITH RAYTHEON SINCE JULY 1, 1973. PRIME MINISTER DID NOT SAY, BUT DID LEAD ME TO BELIEVE THAT THIS CONSIDERABLE SACRIFICE ON THE PART OF THE LOCAL AGENT RESULTED FROM HIS COMING FORWARD FREELY TO CALL ON THE PRIME MINISTER AND EXPLAIN THE SITUATION. PRIME MINISTER ADDED THAT HE HOPED VERY MUCH THAT THIS WOULD SET TO REST ANY QUESTIONS ABOUT "AGENT'S FEES" IN CONNECTION WITH HAWK AND ATTENDANT IMPLICATIONS THAT THERE WAS SOME UNDERHANDED CONNECTION INVOLVED. HE ALSO EMPHASIZED THAT FACT THAT RAYTHEON HAD AN AGENT IN TOWN WAS COMPLETE SURPRISE TO ALL THOSE OFFICIALLY CONCERNED. FURTHER RAYTHEON HAD AVAILABLE TO IT AND MADE AVAILABLE TO ITS AGENT HERE COMPLETE TEXT OF ANSWER TO QUESTION 19. WE HAVE RECEIVED TEXT AS LOU AND SINCE WE WERE UNABLE TO DISTINGUISH CONTROLLED AND UNCLASSIFIED PORTIONS, MADE IT AVAILABLE TO GOJ UNDER "CONFIDENTIAL" LABEL, A LOCAL CLASSIFICATION WHICH IS CLOSEST TO OUR LOU. WOULD BE GRATEFUL FOR INFORMATION ON WHICH PORTIONS ARE UNCLASSIFIED.

4. CHIEF OF STAFF TOLD AMBASSADOR THAT HE WAS FULLY INFORMED OF ABOVE AND THAT HE APPRECIATED HAVING FULL TEXT OF RESPONSES TO ROSENTHAL QUESTIONS NONE OF WHICH (RESPONSES) HE FOUND OBJECTIONABLE.
PICKERING

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